

COHESITY



# Cohesity and HPE Strategic Partnership

*A Partnership To Solve Mass Data Fragmentation*

Cohesity pioneered the groundbreaking software-defined data platform, however, our success is largely reliant on close partnerships with leading system integrators, service providers, and technology partners that our enterprise customers entrust with their data. Cohesity counts many Global 1000 companies and federal agencies among our customers, including top telecommunications providers, aerospace firms, banks, and executive departments of the US government. Each of these deploy Cohesity software on certified data center hardware and/or cloud platforms. Hewlett Packard Enterprise (HPE)—a leading provider of Hybrid IT solutions, including compute, storage, data center networking and services—is one such partner with a global reputation for quality and a large enterprise customer base that benefits greatly from a new approach to protecting their data and gaining valuable insights from it.

## **HPE partnership at a glance: Why choose HPE and Cohesity?**

HPE and Cohesity are jointly addressing the challenges of data sprawl and infrastructure silos with a best-of-breed solution that combines web-scale simplicity and efficiency of Cohesity software with the power and density of industry-leading, certified HPE Apollo and ProLiant Gen 10 servers along with HPE advisory, professional, operational and financing services.

*Cohesity, optimized for HPE Gen10 servers, eliminates mass data fragmentation (the growing proliferation of data across locations, silos, and management systems that drives up IT costs and complexity, and prevents organizations from fully realizing their data's value) and provides unified management on-premises and across hybrid/multi-cloud environments.*

*"Customer expectations for secondary data and applications are rapidly changing as organizations look to extract valuable insights from these large data sets. Our expanded resell agreement further strengthens the partnership between HPE and Cohesity, making it easier than ever to address the needs of mutual customers seeking to consolidate data silos and accelerate their journeys to hybrid cloud with a proven solution from a single trusted partner."*

**PATRICK OSBORNE,**

*Vice President of Big Data and Secondary Storage*

With this joint solution, enterprises can better manage the growth of unstructured data, eliminate mass data fragmentation, and reduce costs and complexity. Together, we simplify the management and protection of secondary data and apps with a single, hyperconverged, software-defined platform for all use cases—from backup and recovery, to files and objects, to dev and test, to archive and analytics.

Cohesity software is integrated into HPE's global price list, supply chain processes and systems, providing customers easy access to a comprehensive, validated solution directly from HPE and their channel partners worldwide. Our enhanced partnership facilitates the sourcing and deployment of our proven and reliable solution from a single trusted partner, allowing for new insights from data while reducing deployment risk, complexity, and cost.

### Customer Benefits

**Web-scale, pay-as-you-grow platform** eliminates costly overprovisioning, forklift upgrades, and data migrations, reducing TCO with consumption-based expansion models.

- **Built-in security** reduces risk and speeds recovery in the unlikely event of error. Secure-by-design Cohesity data management software provides immutable snapshots, secure multi-tenancy, and instant ransomware recovery.
- **Integrated data protection** eliminates the need for costly separate backup software, target storage, dedupe appliances, media servers, master servers, tape, and cloud gateways.
- **Unified management** and simple, policy-based automation help control your entire secondary data estate—from edge to core to cloud.
- **Cloud-agnostic capabilities** help bridge on-premises solutions and public cloud (including AWS, Microsoft Azure, Google Cloud Platform and Cohesity Service Provider clouds) for cost-effective long-term retention, storage tiering, disaster recovery, test/dev, and data mobility.
- **Technical advancements** optimize your cloud investment and improve TCO/ROI by reducing time, cost and network bandwidth for cloud storage, accelerating application development, and delivering insights into your secondary data helping you make informed decisions and fulfil complex compliance and threat analysis requirements.
- **Do more with your data** by leveraging Cohesity MarketPlace apps that provide vulnerability scanning, anti-virus solutions and predictive analytics, allowing you to improve security and gain insights from secondary data.

Legacy point products and vendors have conditioned your customers to make trade-offs that do not serve the needs of the business. Speed, or flexibility. Robust feature sets, or ease of use. Ecosystem compatibility, or simplified deployment and management. We're changing the way businesses manage and monetize their data. Cohesity and HPE have partnered to challenge the status quo.

### DEMAND MORE FROM YOUR BACKUP

*Secondary data has become the primary problem. Together, Cohesity and HPE allow organizations to protect, store, and easily manage their secondary data starting with backups, and extending to archiving, file & object storage, dev/test and analytics with a web-scale, software-defined platform that spans seamlessly between data centers and clouds - eliminating legacy infrastructure silos and mass data fragmentation while providing a single point of global control. The joint HPE-Cohesity solution empowers customers to do more with their backup data, freeing it from being just an expensive insurance policy and enabling them to repurpose it for business advantage.*

## About Cohesity

[Cohesity](#) ushers in a new era in data management that solves a critical challenge facing businesses today: [mass data fragmentation](#). The vast majority of enterprise data — backups, archives, file shares, object stores, and data used for test/dev/test and analytics — sits in fragmented infrastructure silos that makes it hard to protect, expensive to manage, and difficult to analyze. Cohesity consolidates silos onto one web-scale [platform](#), spanning on-premises, cloud, and the edge, and uniquely empowers organizations to run apps on that platform — making it easier than ever to back up and extract insights from data.

## About HPE

Hewlett Packard Enterprise is a global technology leader focused on developing intelligent solutions that allow customers to capture, analyze and act upon data seamlessly from edge to cloud. HPE enables customers to accelerate business outcomes by driving new business models, creating new customer and employee experiences, and increasing operational efficiency today and into the future.